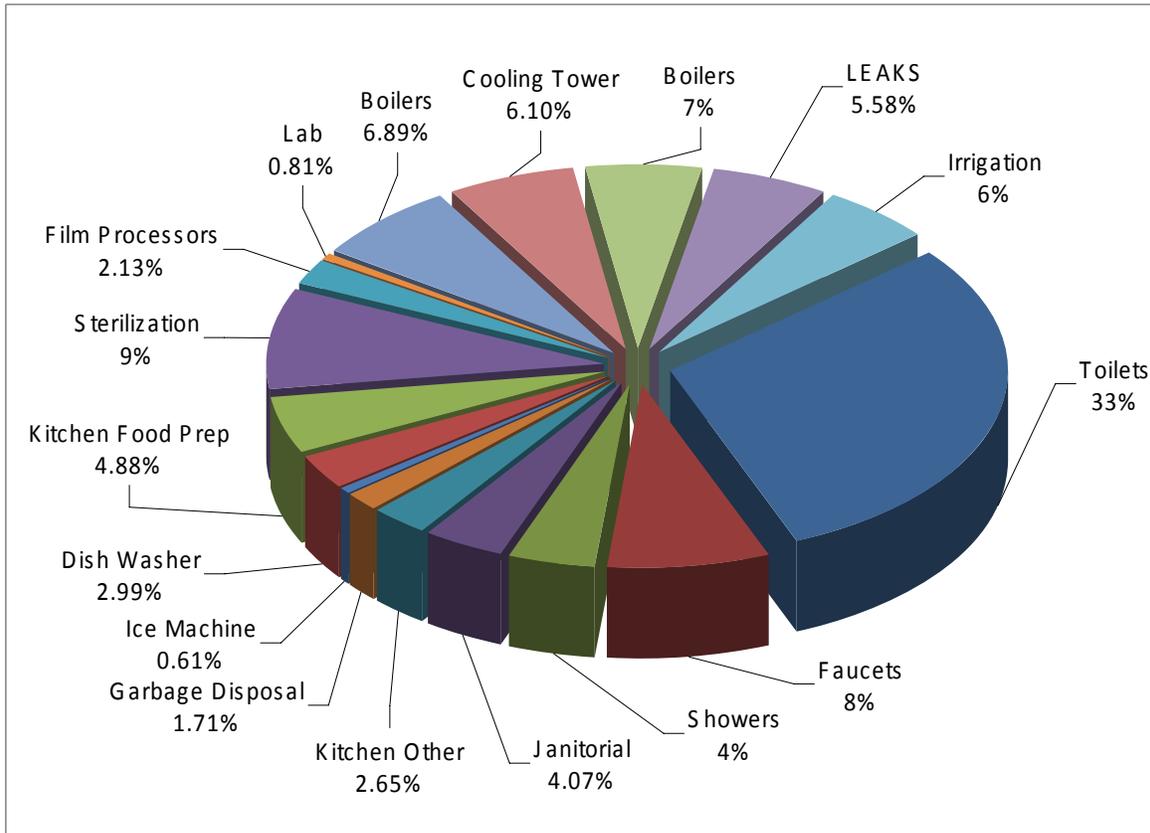




Water Accountability and Savings GS-21F-0038T

**Do You Know Where Your Water and Sewer Goes, What it Cost
And in What Areas You Can Save?**

OUR CLIENTS DO, AND SO CAN YOU !



LEVERAGE OUR SPECIAL FORCES TO LOCATE AND IMPLEMENT WATER CONSERVATION PROJECTS!

Executive Order 13423: Strengthening Federal Environmental, Energy, and Transportation Management, Sec. 2 (c) states: “beginning in FY 2008, reduce water consumption intensity, relative to the baseline of the agency’s water consumption in fiscal year 2007, through life-cycle cost-effective measures of 2 percent annually through the end of fiscal year 2015 or 16 percent by the end of fiscal year 2015...”

Per these requirements of Executive Order 13423, FEMP recommends that a facility first develop a water management plan. This plan should provide clear information about how a facility uses its water, from the time it is piped onto the facility through its ultimate disposal. Knowing how you currently use water and what it costs will enable you to make



Water Accountability and Savings GS-21F-0038T

the most appropriate water management decisions. This plan should be included with existing facility operating plans.

Part of the water management plan includes identifying opportunities for water conservation at your facility. Accordingly, to ensure that the requirements of Executive Order 13423 are satisfied, FEMP recommends implementing at least four of the following ten Best Management Practices (BMPs) for water conservation at Federal facilities.

[BMP # 1](#) - Public Information and Education Programs

[BMP # 2](#) - Distribution System Audits, Leak Detection & Repair

[BMP # 3](#) - Water Efficient Landscaping

[BMP # 4](#) - Toilets and Urinals

[BMP # 5](#) - Faucets and Showerheads

[BMP # 6](#) - Boiler/Steam Systems

[BMP # 7](#) - Single-Pass Cooling Systems

[BMP # 8](#) - Cooling Tower Systems

[BMP # 9](#) - Miscellaneous High Water-Using Processes

[BMP #10](#) - Water Reuse and Recycling

For more information on the FEMP Water Efficiency Best Management Practices, contact us at Water Management, Inc. We are the only approved Water Auditor Contractor on the GSA Schedule 871-299.

Water Management, Inc. (WMI) offers a broad range of water efficiency services to accommodate the varying needs of governmental facilities. WMI believes that the measurement and verification of savings on a program such as this must be assured. Although water and sewer cost reductions are quite a bit less complicated than energy savings, we believe a protocol must be established from the startup. We support DOE's efforts to standardize the methodology with the IPMVP (International Performance Measurement and Verification Protocol).

By gathering information on a property's water and energy use history, rate structure and identifying the appropriate water conservation measures - WMI ascertains what upgrades are possible and what type of financing alternatives are best should a program be implemented.

For an effective water audit, a minimum of two years of bills are reviewed and compared with a similar facility. A site survey is completed and includes domestic fixtures and all major mechanical equipment.

Based on the information collected during the survey, consumption for the property is analyzed and savings opportunities are identified. Water rates are determined and unaccounted water use is identified. Building census and usage of existing fixtures is determined. WMI's software can provide a complete Water Conservation Measures Analysis that can be customized to meet the needs of each individual client. Water savings are calculated on a measure-by-measure basis and are summarized by building and by facility.



Water Accountability and Savings GS-21F-0038T

Field proven methods are used to ensure that the upgrades recommended will provide the necessary performance and savings. Design measures are often unique to each location and are based on water saving potential, cost, and return on investment. Product selection is dependent on many factors such as water pressure, use, application, and aesthetic requirements.

If a project is required WMI provides experienced project management to ensure that the project goes smoothly. Responsibilities include managing the project, material handling, quality control, and document reporting.

WMI can bill directly for any and all of our services, or we can design a property-specific performance-based contract. Performance-based contracts are available in two forms: shared savings and guaranteed savings.

- **Shared Savings** - In exchange for implementing a water-efficiency program, WMI receives a share of the savings generated. We underwrite all initial equipment, installation, and subsequent inspection and repairs. We concern ourselves with every aspect of the water supply system that has potential to waste water. Any payment to us on a Shared Savings contract is a testament to our water-efficiency program's success and indicates that your property is using less water than before the program began.
- **Guaranteed Savings** – In this program we implement the program for an agreed upon up-front fee. We then guarantee that a certain level of savings will be attained throughout the length of the agreement. We design our programs so that the savings guarantee exceeds the note payment. Excess savings are sometimes shared in return for the savings guarantee. These programs usually last between 7 – 15 years.

WMI's Environmental Philosophy

Through the early part of this century, the best engineering minds worked off the core principle that **Mother Nature** could rectify all of our pollution problems. In fact, one adage that was taught in school was, “The solution to pollution is dilution.”

By the mid sixties, we as a nation discovered that **Mother Nature** was not able to filter everything we threw at her. The quality of the water in our rivers became worse than ever. Expensive treatment of municipal water was no longer adequate. In fact, it became clear that it would be less expensive and a higher quality end product would be produced if we eliminated pollution at the source rather than try to rectify the situation downstream.

As we begin this new century, the world has grown progressively smaller. Ocean dumping of contaminated sludge leads to problems in fish delivered to markets worldwide. DDT and pesticides banned in the USA return to our shores on fresh fruit and vegetables



Water Accountability and Savings GS-21F-0038T

imported from foreign lands. New controls, processes and techniques are needed worldwide if we are to thrive as a civilization. Industry and consumer groups must form partnerships to solve these critical environmental problems.

It must be everyone's responsibility to conserve water, earth's most precious natural resource. Our children are depending on it, our rivers, streams, lakes and bays need it, and our planet deserves it. Remember, we all live downstream!



Water Accountability and Savings GS-21F-0038T

Federal Supply Service Authorized Federal Supply Schedule Price List

Schedule Title: **Schedule 73, Solicitation #7FCM-C4-03-0073-B**

Contract number: **GS-21F-0038T**

Contract period: **September 4, 2007 – September 4, 2012**

Contractor's name, address, and phone number:

GS-21F-0038T

Russell Horner, President
Water Management Inc
117 Clermont Ave,
Alexandria, Va. 22304
703-370-9070 x13 Fax: 703-370-8367
russ_horner@watermgt.com

1. Business size/ Class: Small

- 1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

SIN Codes Awarded	GSA Discount
SINS: 871-299, 003 97, 871 210	8%

GSA Water Audit Pricelist

SIN Code	Facility Class	Cost/Sq ft w/o IFF
871-299	Operational and Training Facilities	\$0.0155
871-299	Maintenance and Production Facilities	\$0.0115
871-299	Research, Development Facilities	\$0.0160
871-299	Supply Facilities	\$0.0099
871-299	Hospital and Medical Facilities	\$0.0145
871-299	Administrative Facilities	\$0.0132
871-299	Family Housing	\$0.0069
871-299	Bachelor Housing and Community Facilities	\$0.0150
871-299	Utilities and Grounds Facilities	\$0.0165
871-299	University Campus	\$0.0080



Water Accountability and Savings

GS-21F-0038T

GSA Labor Pricelist

SIN Code	Labor CODE	Labor Category	GSA Rate With IFF(\$/hr)
003 97	WM-11PM	Project Manager	\$55.61
003 97	WM-12PL	Plumber	\$46.35
003 97	WM-13IN	Installer	\$37.08
	WM-1EM	Sr Executive Manager	\$208.55
871 210	WM-2DM	Development Program Manager	\$120.50
871 210	WM-3SE	Site Engineer	\$88.06
871 210	WM-4PA	Program Analysts/Energy and Utility Analyst	\$115.86
871 210	WM-5SA	Senior Auditor	\$88.06
871 210	WM-6SA	Site Auditor Level I	\$60.25
871 210	WM-7SA	Site Auditor Level II	\$64.88
871 210	WM-8TC	Sr. Technology Consultant	\$111.23
871 210	WM-9TW	Technical Writer	\$46.35
871 210	WM-10PM	Senior Project Manager	\$74.15
871 210	WM-14SS	Professional Senior Staff	\$37.08
871 210	WM-15AA	Admin Assistant	\$32.44

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. **Not Applicable**
- 1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item:



Water Accountability and Savings

GS-21F-0038T

CODE	Labor Category	Functional Responsibilities/Experience/Education
WM-1EM	Sr Executive Manager	<p>Primary client liaison, defines and negotiates scope and deliverables. Provides complex analysis regarding energy utility management systems</p> <p>Education: CEM Certified; Bachelor's Degree in business or engineering</p> <p>Experience: 10 years minimum</p>
WM-2DM	Development Program Manager	<p>Primary Site liaison. Organization of overall effort. Setting timelines for completion of tasks and report. Review of report process. Report presentation. Contractors, manages, and secures all specialty contract professional labor necessary for specific program.</p> <p>Education: CEM Certified; Bachelor's Degree in business or engineering</p> <p>Experience: 5+ years</p>
WM-3SE	Site Engineer	<p>Provides utility management technical support and detailed analysis of facility consumption and costs.</p> <p>Education: Engineering degree. Trained in the water management</p> <p>Experience: Minimum 2 years</p>
WM-4PA	Program Analysts/Energy and Utility Analyst	<p>Responsible for technical administrative functions related to the project such as data review and analysis. Rank significant water conservation opportunities. Feasibility study ranking WCM's in terms of payback. Provide utility management technical and administrative support and detailed analysis of facility consumption and costs.</p> <p>Education: Trained in the water management able to independently participate in several projects at once with no supervision.</p> <p>Experience: Varies depending on project size and scope</p>
WM-5SA	Senior Auditor	<p>Oversees field audit process from initial gathering of information on project to site survey of end use fixtures, including both domestic and non domestic measures such as process uses and irrigation water use. Responsible for all written reports, which includes, but is not limited to Summary of Results, Existing Conditions, Description of ECM Retrofit, Scope of Work, Energy and Cost Calculations. Oversees detailed testing and/or measurement of consumption of all fixtures and equipment.</p> <p>Education: Varies depending on project size and scope. Able to independently supervise several projects at once.</p> <p>Experience: Varies depending on project size and scope</p>



Water Accountability and Savings

GS-21F-0038T

WM-6SA	Site Auditor Level I	Site survey of end use domestic fixtures. Conducts detailed inventory of all fixtures and equipment. Analyze various uses of existing water resources using equipment.
		Education: Trained in water management; able to supervise several projects at once with no supervision.
		Experience: Varies depending on project size and scope
WM-7SA	Site Auditor Level II	Education: Trained in the water management water management able to supervise several projects at once with no supervision.
		Experience: Minimum 10 years in water management
WM-8TC	Sr. Technology Consultant	Provides detailed analysis and support in the review and selection of alternative technologies to meet program requirements.
		Education: Trained in water management; able to supervise several projects at once with no supervision.
		Experience: Minimum 7 years in water management
WM-9TW	Technical Writer	Provides detailed technical documents, manuals, grant proposals and other written deliverables.
		Education: Trained in water management; able to supervise several projects at once with no supervision.
		Experience: Minimum 7 years in water management
WM-10PM	Senior Project Manager	Manages all aspects of executing the performance contracting. Assumes a general-contractor (lead) role in managing all water conservation measures in the project. Manages and directs on-site WMI field construction manager. Manages multiple subcontractors and multiple projects simultaneously. Understands and is able to manage financial aspects of the project including "Job Costing". Establishes construction schedule and manages project issues and challenges during construction. Is comfortable in the design/build mode; helps engineering in the development of schematic level plans and specs, skillfully taking this conceptual project through design approval by customer to completion. Provides change control, cost control, documentation and problem resolution to complete projects on time and within budget.
		Education: Degree required or proven experience.
		Experience: Minimum 5 years field experience in the industry, with proven success in plumbing and/or HVAC field. Seasoned in mechanical, water, and facility wet-side system knowledge. Most have proven customer service experience, and be skilled in organization, evaluation, delegation, prioritization, implementation, and attention to detail.
WM-11PM	Project Manager	Supervises and reviews analyst work. Provides scheduling, budgeting, and performance planning for energy and utility services



Water Accountability and Savings

GS-21F-0038T

		Education: Four year degree not required, but certification classes relative to industry strongly encouraged.
		Experience: Minimum 5 years in water management
WM-12PL	Plumber	Works on site at assigned properties ensuring that water consumption levels are meeting standards by performing repairs effectively and in a timely manner. Performs re-inspections as necessary. Reads meters at assigned properties
		Education: Journeyman Plumbing License; Backflow Assembly Tester/Repairman Certification
		Experience: Plumbing and mechanical skills required. Able to work effectively with a variety of people. Able to work independently and complete work accurately and in a timely fashion. Valid driver's license and excellent driving record required.
WM-13IN	Installer	Description: Performs initial water conservation work for new contracts, including assessment of current fixtures, assessment of needed repairs, and installation of new fixtures. Performs needed repairs in accordance with established procedures. Communicates with residents the purpose of the visit and services provided.
		Education: WMI trained installer with over 3 years installation experience
		Experience: Mechanical and plumbing skills desired. Able to take direction and follow through on assigned tasks. Able to work effectively on a team. Good driving record
WM-14SS	Professional Senior Staff	Provides oversight and coordination of project requirements, to include, but limited to, adherence to regulatory compliance - Davis Bacon rate, travel and per diem reimbursements, sales and use tax issues, bonding and insurance requirements.
		Education: Degreed professional or proven experience in industry or similar environments.
		Experience: Proven ability with Microsoft Excel, Word, Outlook, and Project Management. Able to make decisions and follow protocol. Supervisory experience a must.
WM-15AA	Admin Assistant	Provides support of project requirements, as delegated by Senior Professional staff.
		Education: Four year degree not required, but certification classes relative to industry and/or administration functions strongly encouraged.
		Experience: Minimum 2 years experience in industry. Proficient in Microsoft Excel, Word, and Outlook. Some experience with Microsoft Project helpful.

2. Maximum order. **\$1,000,000**



Water Accountability and Savings GS-21F-0038T

3. Minimum order. **\$2,500**
4. Geographic coverage (delivery area). **Domestic**
5. Point(s) of production (city, county, and State or foreign country). **Not Applicable**
6. Discount from list prices or statement of net price. **8%**
7. Quantity discounts:

GSA VOLUME PRICING

Order Size	Additional Discount
\$200,000 - \$300,000	1%
>\$300,000	2%

8. Prompt payment terms. **1% net 20 days**
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold. **YES**
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. **YES**
10. Foreign items (list items by country of origin). **None**
- 11a. Time of delivery. **30 days**
- 11b. Expedited Delivery. **Not Applicable**
- 11c. Overnight and 2-day delivery. **Not Applicable**
- 11d. Urgent Requirements. The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery. **Contact Water Management**
12. F.O.B. point(s). **Origin**
- 13a. Ordering address(es).

Water Management Inc
117 Clermont Ave,
Alexandria, Va. 22304

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address(es).



Water Accountability and Savings GS-21F-0038T

Water Management Inc
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Alexandria, Va. 22304

15. Warranty provision. **Not Applicable**
16. Export packing charges, if applicable. **Not Applicable**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). **None**
18. Terms and conditions of rental, maintenance, and repair (if applicable). **Not Applicable**
19. Terms and conditions of installation (if applicable). **Not Applicable**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). **Not Applicable**
- 20a. Terms and conditions for any other services (if applicable). **Not Applicable**
21. List of service and distribution points (if applicable). Not Applicable
22. List of participating dealers (if applicable). Not Applicable
23. Preventive maintenance (if applicable). Not Applicable
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). **Not Applicable**
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. www.watermgt.com
25. Data Universal Number System (DUNS) number. 048020143
26. Notification regarding registration in Central Contractor Registration (CCR) database. **CCR valid until 1/08**